

**RJ Reynolds**  
Tobacco Company  
P. O. BOX 2955  
Winston-Salem, North Carolina 27102

Tobacco currently contributes more than \$14 billion to  
federal, state and local budgets in cigarette taxes  
RJR-Working for America's 45 million smokers

CHECK NUMBER: 5A 1531919796  
CHECK DATE: 08-06-96

1210 05A 1531919796  
1210 363720  
PINE LESSER & SONS  
121 LAKEVIEW AVE  
CLIFTON, NJ 07011

6

INVOICE NUMBER	GROSS	NET AMOUNT	INVOICE NUMBER	GROSS	NET AMOUNT
9821815319197	145.60	145.60			
DIVISION 1210 ACCOUNT #363720					
TEMPORARY PAYMENTS (1 ITEM)					
DISPLAY ASSEMBLY 145.60					

\*\*\*\*\*  
PAYMENT FOR 78 AUGUST MATCH TINS (WOLFE) \*\*\*\*\*

*Wayne*

R J REYNOLDS TOBACCO COMPANY PAYMENT NET CHECK AMOUNT 145.60  
JRT Form APCNEW Rev. 5/90

DETACH THIS STUB BEFORE DEPOSITING CHECK

THIS MULTI-TONE AREA OF THE DOCUMENT CHANGES COLOR GRADUALLY AND EVENLY FROM DARK TO LIGHT WITH DARKER AREAS BOTH TOP AND BOTTOM.

**RJ Reynolds**  
Tobacco Company  
P. O. BOX 2955  
Winston-Salem, North Carolina 27102

WACHOVIA BANK OF NORTH CAROLINA, N.A.  
ASHEVILLE, NORTH CAROLINA  
86-35/531

DATE  
08-06-96

5A 1531919796  
CHECK NO.  
PAY ONLY **145.60**  
CENTS

PAY ONE-HUNDRED-FORTY-FIVE DOLLARS AND 60 CENTS

TO THE ORDER OF  
1210 363720  
PINE LESSER & SONS  
121 LAKEVIEW AVE  
CLIFTON, NJ 07011

*Wayne*  
AUTHORIZED SIGNATURE

51849 2552

1531919796 053100355010459 038032



P.O. Box 2959, Winston-Salem, N.C. 27102  
Phone (800) 862-4338  
For Manufacturer's UPC No., Refer to Price List

SALES COPY  
INVOICE

ACCOUNT NO.	INVO. DATE	INVOICE NO.	REV.
3837200	08/01/98	214-0058	10-10
WAREHOUSE		CARRIER	
065 PITMAN			

BILLING  
ADDRESS

PINE LESSER & SONS, INC.  
P.O. BOX 1807  
CLIFTON NJ 07015-1807

SOLD TO/  
SHIP TO

PINE LESSER & SONS, INC.  
121-127 LAKEVIEW AVENUE  
CLIFTON NJ 07015

SPECIAL INSTRUCTIONS: 000850 - SPECIAL PROMOTION

PRINT DATE	SHIP DATE	B/I NUMBER	PURCHASE ORDER OR CONTRACT NO.	MODE	ORDER SOURCE	ORDER DATE	DIVISION	COPIES	OPERATOR
07/30	08/01	214-0058		MAIL	SALES	07/25	1221	****	WOCU
QUANTITY	ITEM NO.	SIZE/CTG.	ITEM NAME	QTY	PRICE	AMOUNT			
2	15212	12M 80	DORAL LIGHT 100	24,000	551.4000	13,102.80			
2	15312	12M 80	DORAL FULL FLAVOR 100	24,000	551.4000	13,102.80			
2	15812	12M 80	DORAL MENTHOL LT 100	24,000	551.4000	13,102.80			
2	18712	12M 80	DORAL ULTRA LIGHT 100	24,000	551.4000	13,102.80			
DISCOUNTABLE GROSS						47,411.20			
STD TERMS DISCOUNT OF 3.25%						1,433.36-			
TOTAL QUANTITY	SHIP WEIGHT	THOUSAND CIGT	TERMS Credit Terms Start on Invoice/Sched Delivery Date DUE			TERMS DISCOUNT	INVOICE AMOUNT		
8	308	86	NET PAYMENT REC BY			143.36-	4,267.84		
		20'S 88	OTHERWISE PAST DUE				4,411.20		

TEAR

TEAR

10000010

PLRT FORM 9407 2/87

51849 2553

# WORK PLAN VOUCHER REQUEST

## 2nd Quarter - 1996

USE ONE VOUCHER FORM FOR EACH PROMOTION (Please Print or Type in EXCEL)

Division: 1240 Date: 8/1/96  
 RJR Personnel: L.T. WOLFE Signature: [Signature]  
 Jobber Name: PINE LEAF Signature: [Signature]  
 Account #: 363720 Check Mailed To: ☒ Division Office ☐ Jobber

\* \* \* \* D P C \* \* \* \*

Promotion:	Rate	Units	Payment	Qty	Comments
CAM NY .20DPC VP	0.20	X	=		Camel 4 Carton DPC Displays
DOR NY .25DPC VP	0.25	X	=		Doral 4 Carton DPC Displays
SAL NY .20DPC VP	0.20	X	=		Salem 4 Carton DPC Displays
WIN NY .20DPC VP	0.20	X	=		Winston 4 Carton DPC Displays
CAM .20VPR (2 CTN)	0.20	X	=		Camel 2 Carton DPC Displays
DOR .25VPR (2 CTN)	0.25	X	=		Doral 2 Carton DPC Displays
SAL .20VPR (2 CTN)	0.20	X	=		Salem 2 Carton DPC Displays
WIN .20VPR (2 CTN)	0.20	X	=		Winston 2 Carton DPC Displays
		X	=		
TOTAL					

\* \* \* \* V A P \* \* \* \*

Display Assembly	Rate	Units	Payment		Comments
Mar Doral Ash Tray	28.00	X	=		Mar Doral Ash Tray Displays
Apr Camel Hat	28.00	X	=		Apr Camel Hat Displays
<i>AVG</i> May Doral BSGSF <i>May 2nd</i>	28.00	X	<i>5.2</i>	<i>= 145.60</i>	<i>78</i> May Doral BSGSF Displays <i>MATCH KN DISPLAY</i>
June Salem/Camel BSGSF	28.00	X	=		June Salem/Camel BSGSF Displays
July Camel T Shirt	28.00	X	=		July Camel T Shirt Displays
DPC Display Assembly	28.00	X	=		DPC Display Assembly Displays
SR Pre Book(Black line & Sticker)	28.00	X	=		Cartons for Black line & Sticker
TOTAL					

### \* \* \* \* Temporary Payment System \* \* \* \*

Promotion:	Rate	Units	Payment	Comments
S 96 RAC DISC	1.00	X	=	S 96 RAC DISC
W 96 RAC DISC	1.00	X	=	W 96 RAC DISC
WS 96 RAC DISC	1.00	X	=	WS 96 RAC DISC
C 96 RAC DISC	1.00	X	=	C 96 RAC DISC
		X	=	
TOTAL				

51849 2554

VOUCHER.XLS

# FAX

R. J. Reynolds Tobacco Co.  
400 Raritan Center Parkway  
Edison, N.J. 08837

Date 7/24/96

Number of pages including cover sheet 4

To: Pine Lesser

Don Lesser

Phone \_\_\_\_\_

Fax Phone 201-478-3710

CC: Chuck Dabaghian

Mike McHugh

From: \_\_\_\_\_

Lanny Wolfe

Phone 908-225-4774

Fax Phone 908-417-9076

Voice Mail 800-757-8255  
Ext.48795

☐ Urgent

☒ For your review

☐ Reply ASAP

☐ Please comment

*Enclosed is the information you will need to work the August VAP promotion. Please pack each display with 1 carton each of Doral 77100s, Doral L100s, Doral M100s, and Doral LM100s and add to normal order for each account on the attached VAP list beginning August 1st.*

*You will be credited with approximately \$1,750.00 if displays are packed and automatically sent out to accounts on the attached list by August 31st.*

*If you have any questions please let me know.*

*Thanks,*

*Lanny*

51849 2555



R. J. Reynolds Tobacco Company  
AUGUST '96 VAP PROMOTION

Account: *PINE LESSER* Acct. #363720

Brand Promotion		Doral Free Match Tin & Matches W/2-Pack Purchase	
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Display Packing

1 ctn DoralFF100  
1 ctn DoralLt100  
1 ctn DoralUL100  
1 ctn DoralLtM100

Allocation (cs)

2-12M case DoralFF100  
2-12M case DoralLt100  
2-12M case DoralUL100  
2-12M case DoralLtM100

Displays

78

Date Product Recvd

8/1/96

Display Assembly

(timing)

Immediately

Displays Shipped to  
Retail -procedures  
required to receive  
.08 per ctn Category  
II payment:

Send displays  
automatically to  
accounts on attached list  
beginning 8/1/96

Please cross out any  
account that refuses  
promotion and return  
list to RJR

You will be credited with the following  
estimated August monthly Category II  
payment if all displays are sent to accounts  
on attached list by August 31st:

**\$1,750.00\***

Packing and  
shipping payment if  
packing is  
completed within 2  
weeks:

28.00 per 12M case of  
Live product

\*Must make July-Dec. RJR share of market or Savings share of category goal to collect this \$

Note:

- ① Send 1 display to each account on attached VAP list.
- ② Voice mail 800-757-8255 mail box #48795 to request payment before sending out displays.

51849 2556

WHOLESALE : 363720 PINE LESSER & SONS, INC. <DIRECT>  
 TEMPLATE : DORAL MATCH TIN  
 TEMPLATE SEQ : 0002  
 SALES LEVEL : 12XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER
122101	122225	442817	PORT LEE MART	1490 BERGEN BLVD	FORT LEE	NJ	07024	1			
122101	122225	718961	KRAUSZERS #273	208 SPRING VALLEY RD	MONTVALE	NJ	07645	1			
122101	122225	400244	JOSEPHS DRUGS	6 QUEEN ANNE RD	BOGOTA	NJ	07603	1			
122101	122225	399395	FOSTER STATIONERY	465 S WASHINGTON AVE	BERGENFIELD	NJ	07621	1			61990
122101		680005	SWEET EXPRESSION	174 PIERMONT RD	CRESSKILL	NJ	07626	1			62515
122101		609072	THE COUNTRY STORE	729 RIVERVALE RD	RIVER VALE	NJ	07675	1			21300
122101	122225	400116	RIVERVALE LIQUORS	663 WESTWOOD AVE	RIVER VALE	NJ	07675	1			24000
122101	122225	319469	CORNER CAFE, INC.	201 3RD AVE	WESTWOOD	NJ	07675	1			13875
122101	122225	770481	QUICK SHOP	48 PATTERSON ST	HILLSDALE	NJ	07642	1			22405
122102	122226	771382	ACE & GEORGES	125 MADELINE AVE	CLIFTON	NJ	07011	1			100115
122102	122226	460272	KRAUSZER'S #281	150 7TH ST	CLIFTON	NJ	07011	1			
122102	122226	565102	MIKE'S DELI	155 LAKEVIEW AVE	CLIFTON	NJ	07011	1			
122102	122226	770868	401 BOULEVARD INC.,	401 BOULEVARD	ELMWOOD PARK	NJ	07407	1			100760
122102	122226	649184	24-24 LAWN AVE CORP	24-24 FAIR LAWN AVE	FAIR LAWN	NJ	07410	1			
122102		770584	CHARLIES GIFTS&THING	355 ESSEX ST	HACKENSACK	NJ	07601	1			
122102	122226	491520	JR TOBACCO	65 STATE RT 17	HASBROUCK HEIGH	NJ	07604	1			12565
122102	122627	400201	REVCO #3072	272 LIBERTY ST	LITTLE FERRY	NJ	07643	1		0102-0000	12570
122103	122628	399600	ALLWOOD LIQUORS	60 MARKET ST	CLIFTON	NJ	07012	1			900
122103	122628	380871	L&R SUNDRIES	4 E JOSEPH ST	MOONACHIE	NJ	07074	1			
122103	122628	770939	MR BOOZE	350 HARRISON ST	PASSAIC	NJ	07055	1			
122103		642659	NABORHOOD PHARMACY	270 PARK AVE	RUTHERFORD	NJ	07070	1			363720
122105		400123	MIDTOWN PHARMACY	231 CLOSTER DOCK RD	CLOSTER	NJ	07624	1			17600
122105		400044	KENS DELI	114 BROADWAY	HILLSDALE	NJ	07642	1			13900
122106		766634	TOWN & COUNTRY LIQUO	22 MAIN AVE	CLIFTON	NJ	07014	1			67600
122106		310631	CROOKS CAFE	381 CROOKS AVE	CLIFTON	NJ	07011	1			7125
122106		399623	TOMS DELI	469 HAZEL ST	CLIFTON	NJ	07011	1			27400
122106		491445	DOMINIANNIS SPECIALY	515 CLIFTON AVE	CLIFTON	NJ	07011	1			7615
122106		689309	ZERO 24 GAS STAT INC	40-10 ROUTE 4 EAST	FAIRLAWN	NJ	07410	1			
122106		542637	SHOP SMART	494 BROADWAY	PATERSON	NJ	07514	1			111810
122106		273426	JOEY KAY MARKET	879 MAIN ST	PATERSON	NJ	07503	1			110525
122106		790581	NATIONAL CANDY CO.	90 MICHIGAN AVE	PATERSON	NJ	07503	5		3666-0000	18225
122107		400967	RADCLIFFE DELI	509 BLOOMFIELD AVE	NUTLEY	NJ	07110	1			22425
122603		484824	KRAUSZERS #272	26 GROVE ST	VERONA	NJ	07044	1			110625
122604	122623	771323	SCHECKS LIQ & DELI	311 HALEDON AVE	HALEDON	NJ	07508	1			
122604	122623	653202	KWIK SHOP	169 UNION BLVD	TOTOWA	NJ	07512	1			111470
122604	122623	026259	BALLOUTINE-DRUCKER	845 RIVERVIEW DR	TOTOWA	NJ	07512	1			
122604	122623	605941	LINDA'S DELI	248 MAIN ST	LINCOLN PARK	NJ	07035	1			
122604	122623	472768	KINGS CORNER INC.	139 MAIN ST	BLOOMINGDALE	NJ	07403	1			62750
122604	122623	273802	OAKLAND DRUG	373 RAMAPO VALLEY RD	OAKLAND	NJ	07436	1			19300
122604	122623	585773	FOOD MART & DELI	14 WANAQUE AVE	POMPTON LAKES	NJ	07442	1			
122604	122623	273876	T-BOWL SMOKE SHOP	1055 HAMBURG TPKE	WAYNE	NJ	07470	1			48625
122604	122623	273872	VALLEY SNACK	568 VALLEY RD	WAYNE	NJ	07470	1			112252

WHOLESALER : 363720 PINE LESSER & SONS, INC. <DIRECT>  
 TEMPLATE : DORAL MATCH TIN  
 TEMPLATE SEQ : 0002  
 SALES LEVEL : 12XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER
122604	122623	572377	K&K FOOD STORE, INC.	378 FRANKLIN AVE	WYCKOFF	NJ	07481	1			
122604	122623	399616	VILLAGE STATIONERY	385 VALLEY RD	CLIFTON	NJ	07013	1			49550
122604	122623	399604	E & J HARRINGTON	606 VAN HOUTEN AVE	CLIFTON	NJ	07013	1			8375
122604	122623	782956	DIVYA INTER. INC.	83 MAIN ST	LITTLE FALLS	NJ	07424	1			16800
122604	122623	770549	M & F MARKET	330 TOTOWA AVE	PATERSON	NJ	07502	1			
122604	122623	273300	BENEVENUTI'S MARKET	359 TOTOWA AVE	PATERSON	NJ	07502	1			100250
122604	122623	484825	KIMMY'S DELI	81 BERKSHIRE AVE	PATERSON	NJ	07502	1			110600
122607		717320	J.J. HO, INC.	918 CLINTON AVE # A	IRVINGTON	NJ	07111	1			
122608		582800	CEDAR GROVE LIQUORS	597 POMPTON AVE	CEDAR GROVE	NJ	07009	1			
122608		547028	THE LIQUOR DEPOT	534 VAN HOUTEN AVE	CLIFTON	NJ	07013	1			110640
122608		708892	J&A LIQUORS INC	729 VAN HOUTEN AVE	CLIFTON	NJ	07013	1			
122608		770540	THE GREETING PLACE	1221 VAN HOUTEN AVE	CLIFTON	NJ	07013	1			112040
122608		399631	MAPLE VALLEY LIQUORS	1078 RT. 46 WEST	CLIFTON	NJ	07013	1			16925
122609		273320	MC DERMOTT'S DRUG	433 UNION AVE	PATERSON	NJ	07502	1			667100
122609		531868	NEW SKYLINE LUNCH	129 SKYLINE DR	RINGWOOD	NJ	07456	1			26000
122609		684415	B-R DELI	RT. 202/634 MAIN ST.	TOWACO	NJ	07082	1			80045
122609		399112	CROSSROADS EAT	10 ERIE AVE	WAYNE	NJ	07470	1			100105
122609		521232	BARM, INC. WEST END	1048 MCBRIDE AVE	WEST PATERSON	NJ	07424	1			112115
122609		771005	ITALIAN CAROUSEL	114 E MAIN ST	RAMSEY	NJ	07446	1			12350
122609		410832	DIAMOND LIQUOR	203 DIAMOND BRIDGE	HAWTHORNE	NJ	07506	1			80068
122609		060765	AMOCO GAS STATION	780 MARKET ST	PATERSON	NJ	07513	1			110875
122609		652326	THE COOKERY	411 GOPFLE RD	WYCKOFF	NJ	07481	1			100615
133001	133022	771657	KRAUSZERS #89	CORNERHORN & RT. 517	HACKETTSTOWN	NJ	07840	1			
133008	133020	400607	WEBBS NEWS	270 STATE RT 23	FRANKLIN	NJ	07416	1			52075
133008	133020	400608	PLAINS PHARMACY	66 STATE RT 23	FRANKLIN	NJ	07416	1			52050
133008	133020	690552	MARKET PLACE 2	5561 BERSHIRE RD.	MILTON	NJ	07438	1			
133008	133020	609129	MURRAY'S MARKET	342 MAIN ST	OGDENSBURG	NJ	07439	1			52025
133008	133025	555366	SUNNY'S AMOCO	859 RT 46 EAST	PARSIPPANY	NJ	07054	1			
163602	163621	273771	ELMER GROCERY	SADDLE RIVER RD.	SADDLE RIVER	NJ	07458	1			7400
163602	163621	273658	SCHERER & CO	7 MILLER RD	MAHWAH	NJ	07430	1			25100
163602	163621	566873	SOUTH AIRMONT DELI.	53 S AIRMONT RD	SUFFERN	NY	10901	1			7350
163602	163621	019924	STATIONERY, UNLTD.	6C RED SCHOOLHOUSE R	SPRING VALLEY	NY	10977	1			26245

PAGE BREAK TOTAL ACCOUNTS 74 TOTAL QUANTITY 78

TEMPLATE TOTAL ACCOUNTS 74 TOTAL QUANTITY 78

## TRANSMIT CONFIRMATION REPORT

NO.	:	007
RECEIVER	:	12014783710
TRANSMITTER	:	R.J.REYNOLDS TOB 12
DATE	:	JUL 24'96 17:27
DURATION	:	02'42
MODE	:	STD
PAGES	:	04
RESULT	:	OK

51849 2559